

Message Text

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E.O. 11652: N/A
TAGS: BRIO, SA
SUBJECT: TENDER FOR 51 MOBILE CRANES FOR DAMMAM PORT

1. IN LATE JULY A TENDER WAS ISSUED FOR 51 MOBILE CRANES FOR DAMMAM PORT BY SAG MINISTRY OF COMMUNICATIONS WITH THE BID DATE SET FOR AUGUST 27. TWO AMERICAN COMPANIES, FMC, INC., CRANE AND EXCAVATOR DIVISION, CEDAR RAPIDS, IOWA AND GALION MANUFACTURING CO., GALION, OHIO CONSIDERED BIDDING ON THE TENDER. BOTH COMPANIES WERE DISCOURAGED FROM SERIOUS CONSIDERATION BECAUSE TENDER QUOTED SPECIFICATIONS FORMULATED AROUND VARIOUS BRITISH STANDARDS NOT USED IN U.S. FMC CABLED THAT FMC-MILAN COULD MEET MOST REQUIREMENTS, BUT CITED VACATION SHUT-DOWN AS PREVENTING THEIR BIDDING UNLESS BID DATE POSTPONED. THIS INFORMATION PASSED ON TO US BY AL JOMAIH, THE SAUDI AGENCY REPRESENTING BOTH COMPANIES.

2. ON AUGUST 20 EMBOFF MET WITH DEPUTY MINISTER FOR COMMUNICATIONS, FAISEL SHOHAIL, TO EXPRESS THE EMBASSY'S CONCERN THAT ESTABLISHING BRITISH STANDARDS FOR A PARTICULAR PROJECT LIMITED THE FIELD OF BIDDERS AND WAS NOT IN THE INTEREST OF SAUDI DEVELOPMENT. BY USING INTERNATIONAL STANDARDS FOR THE MOBILE CRANE TENDER, THE OPPORTUNITIES FOR BIDDING WOULD BE INCREASED, THEREBY INCREASING THE CHANCE FOR A LOWER BID AND/OR BETTER PROJECT PERFORMANCE.

3. SHOHAIL REPLIED THAT HE RECOGNIZED "THERE WAS SOME-
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THING WRONG WITH THE TENDER." HE WAS RETURNING IT FOR

INVESTIGATION TO THE MINISTRY OF COMMUNICATION TECHNICAL STAFF AND WAS POSTPONING THE BID DATE PENDING THE RESULTS OF THE INVESTIGATION. HE ADDED THAT A SIMILAR CONCERN HAD ALSO BEEN EXPRESSED BY SEVERAL EUROPEAN FIRMS.

4. SHOHAIL HEDGED ON WHETHER THE SPECIFICATIONS WOULD ACTUALLY BE CHANGED, AND MENTIONED THAT "IF THERE ARE MAYBE WE WILL GO AHEAD WITH IT." EMBASSY POSITION REITERATED, AND SHOHAIL SAID HE WOULD KEEP IN CONTACT WITH US ON THIS MATTER.

5. RESULTS OF MEETING WITH SHOHAIL PASSED ON TO JOMAIH. ARRANGEMENTS WERE MADE FOR FOLLOW-UP MEETING WITH SHOHAIL AND ANOTHER DEPUTY MINISTER OF COMMUNICATIONS ALSO HANDLING THE PROJECT, MR. HUSSAIN MANSOURI.
AKINS

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